



ALBIN, RANDALL & BENNETT
Certified Public Accountants ▪ Business Consultants

4th Annual

CONSTRUCTION INDUSTRY FORUM



NOVEMBER 17, 2010

7:30AM-4:00PM • WYNDHAM PORTLAND AIRPORT HOTEL, South Portland, Maine

Sponsored by:



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COUNSELORS AT LAW



Maine Chapter



Berkley Surety Group, Inc.



NOV. 17, 2010

7:30AM-4:00PM

**Wyndham Portland
Airport Hotel**

South Portland, ME



SCHEDULE

7:30 AM..... Registration\Breakfast

8:00 AM Welcome Address: Gregg Schoppman

8:50 AM Break

9:00 AM

Breakout A..... Doreen Bell & Joshua Broder

**Construction Information Technology: Current
National Trends and the State of Construction IT**

Breakout B.....David Ray & Michael Bosse

**Green Construction and Integrated Project Delivery:
Risks, Rewards and Reality**

Breakout C.....Will Fessenden

**Construction Marketing in a Web 2.0 World:
A Blueprint for Success**

10:30 AM Refreshment Break

10:45 AM

Breakout A.....Stacy Cobb

Take a New Look at Life

Breakout B.....Gregg Schoppman

**Estimating for Advantage:
It's a Hard, Hard, Hard (Bid) World**

Breakout C.....Bethany Beausang

**Federal Health Care Reform: What it Means to
Maine Businesses**

12:00 PM..... Lunch

1:00 PM

Breakout A.....A. Robert Reusch

**Construction Law Update: Key Legal Developments
for Contractors and Subcontractors**

Breakout B.....Jeff Shaw & Jeff Lind

Insurance Market Update

Breakout C.....William Vickerson

Negotiations: A Human Relations Approach

2:15 PM Break

2:30 PM

Breakout A.....David Jean

Construction Financial Management: Best Practices

Breakout B.....Gregg Schoppman

Improving Project Performance

4:00 PM..... End

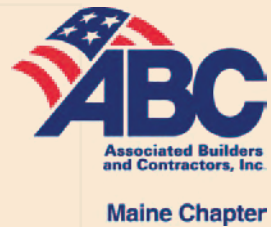


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CONSTRUCTION INDUSTRY FORUM

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Hammond Lumber Company



Speakers

Construction Information Technology: Current National Trends and the State of Construction IT

Josh and Doreen will be giving a construction IT 'state of the union.' This general survey of the trends and topics in construction IT will hit on accounting systems/ERP, outsourcing, BIM, and remote network connectivity. The goal of the talk will be to give the group a brief overview of the current national trends in construction IT, a brief discussion of the state of the art, and give the group some time for questions and answers and discussion.



Joshua Broder, President, Tilson Technology Management

Joshua Broder is a Senior Consultant at Construction Change Partners (CCP), a construction IT consulting company headquartered in Denver, Colorado with an office in Portland, Maine. CCP's consultants specialize in helping construction companies plan for and manage IT, improve IT teams, and implement and improve ERP systems like Timberline, CMiC, ViewPoint, JD Edwards, and others. Josh's background in construction IT goes back to his experience as an Army communications officer, building networks and systems in Europe, the Middle East, and Central Asia for the US government. Josh also works as the President of specialty contractor Maine Fiber Company, Inc, which is building a 1,100 mile stimulus funded fiber optic network here in Maine.



Doreen Bell, Senior Consultant, Construction Change Partners

Doreen Bell is an accountant and business system expert. She has been working in the construction industry for over 15 years. As a Certified Timberline Software Consultant, Doreen has worked on over 55 different implementations. Doreen manages data conversions and system upgrades for large and small companies alike on a variety of systems, including CMiC. She is also the general manager for the Maine Fiber Company.

Green Construction and Integrated Project Delivery: Risks, Rewards and Reality

This seminar will examine the impact of two increasingly popular trends in the construction industry: green construction and integrated project delivery (IPD). It is almost impossible to pick up an industry publication without reading a success story about a green construction project or a testimonial to the use of IPD as a project delivery method. While both of these trends have obvious benefits, they also have significant potential for changing the traditional allocation of risks and rewards in the construction business. Everyone involved should understand the positive, and the potentially negative, impacts to their business as a result. This seminar will examine the risks, rewards and realities of participating in green construction and of using IPD as a project delivery method.



David Ray, Esq., Partner, Bernstein Shur

Mr. Ray's practice is primarily focused in the area of construction law. He represents contractors, subcontractors, developers, lenders, sureties, and owners in all phases of construction law from bidding issues to job problems, mechanics' liens, bond claims, design error and omission claims, and insurance coverage issues. Mr. Ray also has considerable experience in commercial, insurance, personal injury law and general civil litigation. Mr. Ray has tried numerous jury and non-jury trials in Maine's state and federal courts and has substantial arbitration experience. Mr. Ray is recognized by Best Lawyers in America for his work in construction law and alternative dispute resolution. He is AV-rated by Martindale Hubbell.



Michael Bosse, Esq., Partner, Bernstein Shur

Mr. Bosse represents contractors, architects, subcontractors, suppliers, owners, and developers in various phases of construction law, including contract drafting, project disputes, mechanic's lien collection, and construction litigation, spanning both commercial and residential construction. He litigates construction matters in state court, private arbitrations, and arbitrations with the American Arbitration Association.

Construction Marketing in a Web 2.0 World: A Blueprint for Success

We will discuss the evolution of WEB 2.0 and social media and take a look at construction related social media "best practices" — who is doing "it" right and how are they doing "it". In addition to looking at the role social media should play in overall marketing plans, we will explore which social media options would be a good fit for your construction related business (there is more to social media than just Facebook and Myspace).



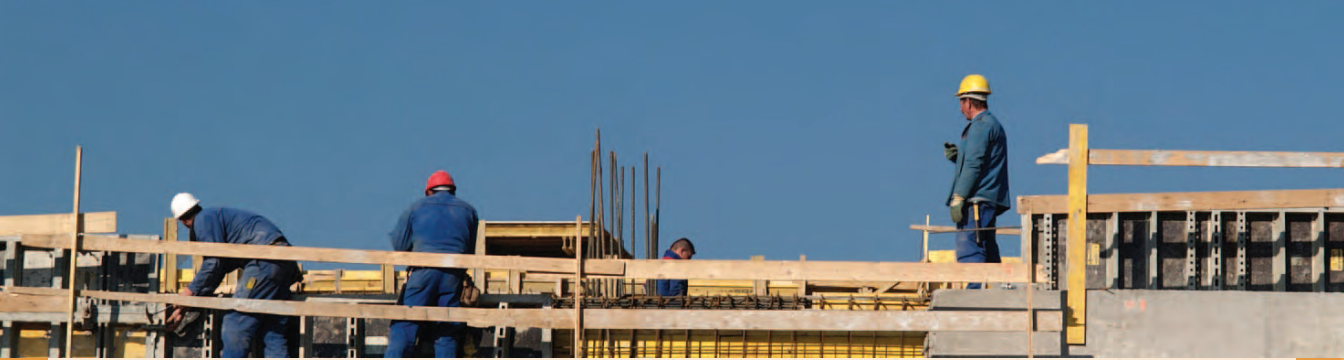
Will Fessenden, PR Specialist, Encompass Marketing

Will is a public relations and marketing professional known for melding traditional media strategies while utilizing the latest in social media technology. Putting to use his background in television news and radio, clients have seen success with story advancement and coverage on TV, radio, print and web. Client services include traditional and WEB 2.0 marketing plans and implementation, story advancement & press release management, advertising placement/buying and media market research.

9:00 - 10:30 AM [A]

9:00 - 10:30 AM [B]

9:00 - 10:30 AM [C]



Take a New Look at Life

This presentation is designed to communicate how life insurance is a flexible, versatile and a dynamic tool that replaces uncertainty with guarantees. The presentation will show how life insurance is unique in that it can be an effective tool for both protection and accumulation.



Stacy J. Cobb, CLTC, Financial Representative, Northwestern Mutual

Stacy is a Financial Representative with the Northern New England Financial Group of the Northwestern Mutual Financial Network. Stacy's practice revolves around providing financial security to her clients through the use of insurance and investment strategies. She is a past member of Women in Construction and has worked with many business owners and employees of the construction trade to help them meet their needs for financial security.

Estimating for Advantage: It's a Hard, Hard, Hard (Bid) World

After a multi-year trend towards negotiated, cooperative procurement of construction services, the pendulum has swung dramatically back to lump sum work. Has your firm lost its edge? Best in class contracting organizations are looking at estimating and work acquisition in a whole new way. Are you getting everything you should be from your estimating function? In this session, attendees will learn some critical areas to improve their "get work" function within their business.



Gregg Schoppman, Principal, FMI Corporation

Gregg is a consultant with FMI, management consultants and investment bankers for the construction industry. Gregg specializes in the areas of productivity and project management. He also leads FMI's project management consulting practice.

Prior to joining FMI, Gregg served as a senior project manager for a general contracting firm in central Florida. He has completed complex and sophisticated construction projects in the medical, pharmaceutical, office, heavy civil, industrial, manufacturing, and multi-family markets. He has also worked as a construction

manager and managed direct labor. Furthermore, Gregg has expertise in numerous contract delivery methods as well as knowledge of many geographical markets.

Federal Health Care Reform: What it Means to Maine Businesses

The Patient Protection and Accountable Care Act – the Health Reform Bill – is the most ambitious and complex legislation in almost half a century. Although many of its features require further refinement - through federal regulations or state implementation initiatives – Health Reform will undoubtedly have a significant impact on Maine businesses. This session will provide a broad overview of the reform package with a particular focus on provisions of significance to employers, including employer coverage and reporting requirements, and various tax changes.



Beth K. Beausang, Esq., Associate, Preti Flaherty

Beth Beausang is an associate at Preti Flaherty and focuses her practice in the area of Health Law. She represents health care providers, including hospitals, nursing facilities, mental health agencies, provider associations, individual practitioners, and others, in a variety of regulatory, reimbursement, and compliance matters. Beth also practices Administrative Law, and has been involved in a number of State purchasing contract appeals, as well as a number of administrative appeals of Medicare and Medicaid billing matters and various professional licensing matters. Beth also represents various clients' interests before the State Legislature. She was recently distinguished by her peers as a "Rising Star" in Health Law in Super Lawyers New England.

Construction Law Update: Key Legal Developments for Contractors and Subcontractors

The presentation will cover statutory, case law and business developments affecting the construction industry in New England regarding insurance and bonding, use of independent contract labor, lien/collection remedies and contract risk shifting provisions.

A. Robert Reusch, Partner, Verrill Dana, LLP



Rob has been included in The Best Lawyers in America ® for excellence in his practice area since 2003. He is a member of the ABA's Forum on the Construction Industry, the Fidelity and Surety Law Section and the ABA's Tort and Insurance Practice Section. Rob is a frequent speaker before industry groups related to the construction industry. He co-authored the Maine Chapter of State-By-State Guide to Construction Contracts and Claims, (Aspen Publishers) as well as the Maine Chapter of the ABA's Performance Bond Manual. Rob also published "A Primer For Getting Paid" which appeared in Building Profits, the national journal of the Construction Financial Management Association. Rob has also authored substantial portions of "A Practical Guide to Mechanics Liens," (National Business Institute, 2008); "Resolving Problems and

Disputes on Construction Projects in Maine," (National Business Institute, 2007); "Public Procurement Contracts and Regulations in Maine," (National Business Institute, 2007) as well as "Maine Construction Law" (Lorman Education Services, 2001) and "Construction Claims in Maine" (National Business Institute, 2002).

Insurance Market Update

This session will be an overview of current insurance marketplace trends for all major lines of insurance and an industry outlook for 2011. Discussion topics will include: the forces that drive insurance pricing cycles; emerging risk areas relevant to the construction industry; and, practical strategies for managing the cost of your company's insurance program.



Jeff Shaw, Vice President, Clark Insurance

Jeff is Vice President, Sales Manager and a Business Insurance Agent. He joined Clark Insurance in 2004 after 17 years with Hanover, Acadia, and MEMIC as an underwriter and manager. He became a stockholder in 2007. A graduate of Bentley University, he earned a BS in Finance and an AS in Management. He earned the Certified Insurance Counselor designation in 1999. Jeff has taught many courses over the years on topics including commercial auto, advanced property underwriting, and workers compensation. He is a member of the Saco Bay Rotary, First Parish Congregational Church, Biddeford Saco Country Club, Saco Masonic Lodge, and is the secretary on the Finance Committee for the Woodford's Family Services Board of Directors.



Jeff Lind, Account Executive, Clark Insurance

Jeff has been with Clark Insurance since 1993, servicing commercial clients since 1996, with specific experience structuring insurance programs for complex commercial accounts, with an emphasis on construction, housing developers, nonprofit organizations & municipalities. He became a stockholder in 2004. Jeff graduated from the University of Southern Maine in 1996 and completed the MBA program at USM in 2006. He has earned the Chartered Property Casualty Underwriter, Certified Insurance Counselor & Construction Risk Insurance Specialist designations. He is a member of the Maine CPCU Chapter, AGC Maine and Construction Financial Management Association, presently serving as secretary.

Negotiations: A Human Relations Approach

Regardless of the position you hold in your organization, your work day is a series of negotiations. The ability to use all-win negotiation skills can make all the difference in your negotiating success and is essential to influencing people and facilitating constructive, positive relationships. This program reviews the all-win negotiation model and looks at how you fare as a negotiator. Using qualities of a successful negotiator and specific negotiation approaches, you will plan for an upcoming negotiation situation.



William L. Vickerson, Esq., Trainer, Dale Carnegie Training

Mr. Vickerson has been a certified Dale Carnegie Trainer since 1979. He brings his expertise into the classroom facilitating: The Dale Carnegie Course, Leadership Training for Managers, Customer Relations and Employee Development, World Class Customer Service, High Performance Teams, Professional Development Series, High Impact Presentations, and Seminars. He has worked with companies in the manufacturing, biotechnology, health care, insurance, retail, government and defense industry, as well as government agencies and non-profit organizations. Bill has been a practicing attorney for over 30 years. A graduate of Fairfield University and Loyola University School of Law, Bill's career has involved litigation in State and Federal Courts representing individuals and small businesses. He has served actively on the Boards of Directors of the United Way of Greater Portland and the American Red Cross on Southern Maine. Bill is now President of 211Maine. For all of his public service Maine's Governor recognized Bill as a Volunteer of the Year in 2008.

Construction Financial Management: Best Practices

This course provides all of the key financial management principles needed by construction managers and how they are applied in the construction industry. This course addresses how to account for the company's financial resources, how to manage the costs and profits of a construction company, how to manage the company's cash flows, how to evaluate different sources of funding a company's cash needs, and how to quantitatively analyze financial decisions. The instructor will describe construction financial management best practices that add profits to your bottom line.



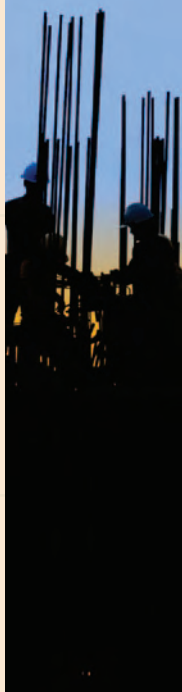
David V. Jean, CPA, CCIFF, Principal, Albin, Randall & Bennett

David V. Jean, CPA, CCIFF is a principal in the firm and has been with Albin, Randall & Bennett for over 16 years. David is primarily focused on serving construction companies in financial, accounting and consulting areas. He has written numerous articles and has developed and taught seminars on various tax and financial management issues. David was awarded the Certified Construction Industry Financial Professional (CCIFF) designation in August 2005. He is a member of the American Institute of Certified Public Accountants, AGC Maine, Associated Builders and Contractors of Maine and New Hampshire, Construction Financial Management Association and serves on the board of directors for the Maine Associated Builders and Contractors.

Improving Project Performance

Contrary to popular belief, productivity is not a field problem, but rather an important management and leadership issue. Whether it is your people, your systems or a combination of both that needs improvement, the change has to come from the top in order to have a significant and sustainable impact. In this session, the attendees will learn about the controllable aspects of their business and what best of class contractors are doing to manage the single most influenceable areas of their costs – labor.

Gregg Schoppman, Principal, FMI Corporation



Registration: November 17, 2010

Wyndham Portland Airport Hotel, South Portland, ME

Name: _____

Company: _____

Address: _____

City/Zip: _____

Phone: _____ Fax: _____

E-mail Address: _____

For further information contact Jaime Allie at 772-1981 or jallie@arbcpa.com

Please choose one Breakout from each Session

9:00 AM **Breakout A** Construction Technology **Breakout B** Green Construction **Breakout C** Construction Marketing

10:45 AM **Breakout A** Take a New Look at Life **Breakout B** Estimating for Advantage **Breakout C** Fed Health Care Reform

1:00 PM **Breakout A** Construction Law Update **Breakout B** Insurance Market Update **Breakout C** Negotiations: A Human Relations Approach

2:30 PM **Breakout A** Construction Financial Mgt **Breakout B** Improving Project Performance

Payment: Cost \$30 per person

My check is enclosed
Please make check payable to
Albin Randall & Bennett

**Register Early
Seating is limited!**

Please return Registration

Form to

Jaime Allie

Albin, Randall & Bennett

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